

Message Text

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44

ACTION AF-18

INFO OCT-01 ISO-00 AID-20 CIAE-00 COME-00 EB-11 FRB-02

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FM AMCONSUL LOURENCO MARQUES

TO SECSTATE WASHDC 2694

LIMITED OFFICIAL USE LOURENCO MARQUES 0529

E.O. 11652: N/A

TAGS: ECON, EGEN, MZ

SUBJECT: INQUIRY FROM FCIA

REF: (A) STATE 137622; (B) LOURENCO MARQUES 356;

(C) LOURENCO MARQUES A-110

1. STEIA (SOCIEDADE TECNICA DE EQUIPAMENTOS INDUSTRIAIS E AGRICOLAS, LDA.), AND DIMA (DISTRIBUIDORA DE MAQUINAS, SARL), ARE TWO LARGE FIRMS WHICH, TOGETHER WITH CODAUTO (REF B) ARE CONTROLLED BY FLAUSINO MACHADO AND ACACIO LOBO. WTDR'S WERE SUBMITTED IN JULY 1972 ON BOTH FIRMS. STEIA, WITH CAPITAL OF 135 MILLION ESCUDOS AND 1971 SALES VOLUME OF 425 MILLION ESCUDOS IS LONG-ESTABLISHED DEALER IN HEAVY AGRICULTURAL AND HIGHWAY MACHINERY, AND IS MOZAMBIQUE DISTRIBUTOR FOR CATERPILLAR TRACTORS, ROME OVERSEAS PLOW CO. (AGRICULTURAL MACHINERY), FLECO CORP. (JACKSONVILLE, FLORIDA - EARTHMOVING MACHINERY), ATLAS COPCO (SWEDEN - COMPRESSORS), AND ALLGEMEIN BAUMASCHINEN, A.G. (GERMANY - ROAD MACHINERY), DIMA, WITH 42 MILLION ESCUDO CAPITAL AND 1971 SALES OF 70 MILLION ESCUDOS, IS MOZAMBIQUE DISTRIBUTOR FOR JOHN DEERE AND CO. (TRACTORS, ETC.), HOWARD ROTAVATOR (LONDON, ENGLAND - ROTARY HOES), BERLIET (FRANCE -HEAVY TRUCKS) AND PERROT (GERMANY - IRRIGATION EQUIPMENT). BOTH FIRMS HAVE EXCELLENT BUSINESS REPUTATIONS, BOTH AS TO FINANCIAL STANDING AND

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MANAGEMENT.

2. MOZAMBIQUE'S POLITICAL STATUS IS OF COURSE PRESENTLY IN FLUX, AND TERRITORY IS UNDERGOING A SERIOUS FOREIGN EXCHANGE SHORTAGE DUE TO COMBINATION OF POLITICAL UNCERTAINTY AND TRADITIONAL PAYMENTS DEFICIT, SO THAT LONGTERM FUTURE CANNOT YET BE PREDICTED WITH CERTAINTY. (SEE CURRENT ECONOMIC TRENDS REPORT - REF C). NEVERTHELESS, SUBJECT FIRMS ARE AMONG THE STRONGEST IN MOZAMBIQUE, AND DEAL IN PRODUCTS WHICH ARE ESSENTIAL FOR ECONOMIC DEVELOPMENT AND SEEM CERTAIN TO HAVE HIGH PRIORITY AS IMPORTS REGARDLESS OF FUTURE POLITICAL CHANGES. BOTH STEIA AND DIMA ARE MAJOR SUPPORTERS AMERICAN EXPORTS TO MOZAMBIQUE, AND THEIR ABILITY OBTAIN CONTINUED FINANCIAL SUPPORT FROM AMERICAN SOURCES LIKELY INFLUENCE CLIMATE FOR AMERICAN EXPORTS HERE GENERALLY.
REED

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